

Message Text

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INFO AMEMBASSY BELGRADE

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AMEMBASSY BUCHAREST

AMEMBASSY BUDAPEST

AMEMBASSY MOSCOW

AMEMBASSY SOFIA

AMEMBASSY WARSAW

AMEMBASSY VIENNA

AMCONSUL LENINGRAD

AMCONSUL POZAN

USMISSION BERLIN

USEC BRUSSELS 192

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UNCLAS PRAOUE 2995

E.O. 11652: MDXA

TAGS: OTRA, OCON, EEWT, XG, CZ

SUBJECT: EASTERN EUROPEAN ECONOMIC/COMMERCIAL OFFICERS CONFERENCE

COMMERCE FOR BEWT/TPD (THOMPSON)

REF: STATE 257487

1. EMBASSY NOMINATES CHIEF, ECONOMIC/COMMERCIAT SECTION,
ROBERT W. FARRAND, AND COMMERCIAL OFFICER J. ANDRES PURNELL
TO ATTEND SUBJECT CONFERENCE.

2. EMBASSY PROPOYGS FOLLOWING DISCUSSION TOPICS TO BE
CONSIDERED FOR AGENDA:

-- SOVIET VIEW OF DETENTE INsofar AS TRADE INTERESTS OF
EASTERN EUROPEAN COUNTRIES WITH WEST ARE CONCERNED; OUTLOOK
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FOR SUCCESS OF HEIGHTENED SOVIET EFFORTS TO BRING MORE COHESION

INTO CEMA BODY, INCLUDING CLOSER TRADE TIES AMONG EE COUNTRIES.

-- PROBLEMS PRESENTED FOR EXPANSION OF EAST-WEST TRADE BY ECONOMIC SLOWDOWN IN WEST, PARTICULARLY BY THE PROBLEM OF CREDIT STRINGENCY.

-- REVIEW OF PRESENT STATUS OF U.S. EXPORT PROMOTION PROGRAM AND ITS CURRENT PRIORITY WITHIN U.S. GOVERNMENT, PARTICULARLY IN VIEW OF APPARENT REDUCTION IN TRADE PROMOTION FUNDS FOR FIRST HALF OF CY 1975.

-- REVIEW OF CURRENT RATIONALE USED IN SELECTING VARIOUS TRADE PROMOTION VEHICLES FOR EE COUNTRIES AND SOVIET UNION; ARGUMENTS FOR AND AGAINST TRADE MISSIONS (BOTH IOGA AND SO-CALLED SPECIALIZED T/MS), TRADE FAIRS, EXHIBITS AND SEMINARS.

-- PROBLEMS OF COORDINATION AND TIMING OF TRADE PROMOTION EVENTS FROM BOTH USDCO AND EMBASSIES' POINTS OF VIEW, WITH EMPHASIS ON APPARENT PROBLEMS OF RECRUITING FROM AMONG U.S. FIRMS.

-- OVERALL ASSESSMENT OF EFFECTIVENESS OF TARGET INDUSTRY AND TRADE OPPORTUNITY (TOP) PROGRAMS IN EASTERN EUROPE.

-- CONTINUING NEED FOR EXPORT CONTROLS: PROS AND CONS.

-- CONCLUSIONS OF RECENT OMB STUDY ON VALUE AND EFFECTIVENESS OF TRADE CENTERS AND THEIR OUTLOOK FOR FUTURE.

-- BUREAU OF EAST-WEST TRADE; ITS OPERATIONS AND PLANS FOR FUTURE.

-- POSSIBLE RIPPLE EFFECT ON U.S. ECONOMIC AND COMMERCIAL RELATIONS WITH OTHER CEMA COUNTRIES IF LONG-GRAVEL AMENDMENT TO TRADE REFORM BILL IS ENACTED INTO LAW. (LONG-GRAVEL WILL DENY TO CZECHOSLOVAKIA BENEFITS OF TITLE IV OF TRADE BILL UNLESS AND UNTIL CZECHS PAY 100 PERCENT OF U.S. PROPERTY NATIONALIZATION CLAIMS.)

-- LIKELY TIMETABLE FOR GRANTING OF MFN (INCLUDING EXIM BANK CREDIT) TO EACH EE COUNTRY ONCE TRADE REFORM BILL IS PASSED.

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